

SMEs

Collaborating with a Higher Education Institution (HEI)

BENEFITS

- Problem solving
- Technical expertise
- Researcher time
- Access to specialist equipment
- Scope to enhance credibility
- Gateway to International R & D networks

CHALLENGES

- Agreeing common objectives
- Working with a big beauracracy
- Timeframe - sometimes difficult to hold HEI to deadlines
- Inflexible working hours
- Cost
- Insufficient understanding of commercial pressures
- Intellectual property rights

PREPARATION

DISCUSS YOUR OBJECTIVES WITH A BUSINESS SUPPORT INTERMEDIARY

BE SURE YOU HAVE THE RIGHT PARTNER:

Do some research on which HEIs are working in your field. Google to get contact details. Draw up selection criteria. Select target HEIs.

Draw up a list of potential academic partners

Identify appropriate contacts within the HEI - suggest scope for collaboration

THE HEI ENTRY POINTS

GENERAL ADMINISTRATION
incorporating finance, strategic planning, human resource management, PR, external relations and student services

FACULTY administrated by a Dean and incorporating planning of teaching and research

DEPARTMENT led by a Head of Department who co-ordinates teaching and specialist research

SPECIALIST ACADEMIC STAFF
Teach and lead research and support Research Students

FACILITATORS

GOVT PROGRAMMES WHICH BROKER LINKS BETWEEN SMEs AND HEIs

FUNDING SUPPORT (E.G. INNOVATION VOUCHER)

ASSESSMENT OF SME PROJECT POTENTIAL -SME MUST SATISFY ELIGIBILITY CRITERIA

NON-GOVT SUPPORT ORGANISATIONS: (CONTACTS, PROJECT SCOPING, ADVOCACY, SOMETIMES FUNDING - BUT AD-HOC)

ENTERPRISE AGENCIES/CENTRES

REPRESENTATIVE ORGANISATIONS- E.G. CHAMBERS OF COMMERCE

BUSINESS INCUBATORS

RESEARCH FOUNDATIONS (E.G. FRAUNHOFER, MAX PLANCK)

HIGHER EDUCATION INSTITUTIONS (HEI) BUSINESS ENGAGEMENT PROGRAMMES & STRUCTURES

TECHNOLOGY TRANSFER PROGRAMMES

SCIENCE/INNOVATION CENTRES

BUSINESS SUPPORT UNITS

PRIVATE INVESTORS

VENTURE CAPITAL ORGANISATIONS

INDIVIDUAL INVESTORS - E.G. "BUSINESS ANGELS"

SCOPE OUT PROJECT

- AGREE OBJECTIVES
- AGREE A WORK PROGRAMME
- AGREE RESPONSIBILITIES
- AGREE A TIME SCHEDULE
- CLARIFY COSTS

CO-OPERATION AGREEMENT (SETS OUT IPR PARAMETERS)

Knowledge Transfer

Need Help? www.support-project.eu

This programme has been funded with support from the European Commission